



# HP

## HPE2-B07 Exam

### HPE GreenLake Solutions

Exam Latest Version: 6.0

# DEMO Version

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### Question 1. (Single Select)

What is the role of an HPE Partner in setting customer expectations during the proposal process?

Response:

- A: Enforcing fixed configurations for all GreenLake solutions
- B: Aligning proposed solutions with customer goals and outcomes
- C: Avoiding collaboration with HPE Financial Services
- D: Standardizing all GreenLake solutions across industries

**Correct Answer: B**

### Question 2. (Multi Select)

What best practices ensure successful GreenLake delivery?

(Select two.)

Response:

- A: Aligning with customer business objectives
- B: Avoiding scalability discussions
- C: Documenting customer requirements during ordering
- D: Standardizing configurations across industries

**Correct Answer: A, C**

### Question 3. (Single Select)

When a customer requires changes to their GreenLake solution, what is the first step?

Response:

- A: Initiate a change order based on new requirements
- B: Reconfigure the solution independently
- C: Reject the requested changes
- D: Create a new GreenLake proposal

**Correct Answer: A**

#### **Question 4. (Multi Select)**

What post-sales responsibilities do HPE Partners have?

(Select two.)

Response:

- A: Providing ongoing support to customers
- B: Limiting discussions about future changes
- C: Ensuring delivery meets SOW specifications
- D: Avoiding post-sales scalability requests

**Correct Answer: A, C**

#### **Question 5. (Multi Select)**

What tools are commonly used to design GreenLake solutions?

(Select two.)

Response:

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- A: HPE Mapbook
- B: ASQ
- C: VMware Tanzu
- D: HPE Nimble Storage Dashboard

**Correct Answer: A, B**



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